FLEET AUTOMOTIVE SUPPORT INITIATIVE (FASI)

Industry Day Briefing

Defense Supply Center Columbus

June 1, 2006

Current FASI

- **Called the Fleet Automotive Support Initiative**
- **Regional contract**
- **Supports military land-based vehicle fleets in three U. S. regions – South, Southwest and Southeast**
- **Provides the services of inventory management, acquisition, post award service, technical support, quality assurance, and on-site customer service for thousands of different automotive items used by the military**

Current FASI

- Designed to streamline total parts support to all military automotive and equipment fleets
- Reduces response time in order to increase the overall readiness of DSCC customers – the military services
- Military customers benefit from cost-saving supplier contracts that take advantage of best commercial practices as well as the Defense Department's massive purchasing leverage.

FASI Operational Synopsis Peacetime

- Awarded FASI on 19 May 2000
- Established relationships with OEMs & strategic suppliers under the auspices of the Supply Chain Alliance
- Developed distribution network to support 2,5, and 10-day deliveries
- Established supplier base to meet aggressive Small Business subcontracting goals

FASTDOC Operational Synopsis Peacetime

- Validated seamless interface to service 10,000 DoDAACs and over 500 approved sources
- Supported U.S. Army training operations under the Spring 2001 Division Capstone Exercise (DCX) at the National Training Center (NTC)

TASI Operational Synopsis Wartime

Provided Surge & Sustainment support for

- Relief & buildup in the wake of the 9/11 attacks
- Operation Enduring Freedom (OEF)
- Operation Iraqi Freedom (OIF)
- Global War on Terror (GWOT)
- Relief efforts following Hurricane Katrina

Critical Success Factors

- Delivery Performance
- Cost Avoidance / Savings
- Customer Service
- Backorder Reduction
- Partnership Formulation

Acquisition Strategy

- Estimated contract value per year – $354M (two year base)
- Contract Term – Ten Years (four, two-year options)
- NSN Population – 1980
- Target Award Date – December 2006

Acquisition Strategy

Vendor responsibilities

- Supply Chain and Inventory Management
- Parts Acquisition
- Distribution
- Material Forecasting
- Obsolescence Management
- Dedicated Program Customer Service Reps
- Emergency Support Services

Acquisition Strategy

Performance Metrics

- Material Availability
- On-Time Delivery
- Backorder Management

Acquisition Strategy

Government Responsibilities

- Supply Chain and Inventory Management
- Performance Oversight and Management Acquisition
- Source Of Supply

Results

Operations – enhanced mission support and value added services

- **Improved Order Ship Time For IPG 1 Items**
- **High customer satisfaction**
- **Improved forecasting and material management practices**
- **Spot buys & ability to meet Surge & Sustainment requirements**

Results

Financial – Cost Effective For Customer

- Savings using total logistics cost comparisons
- Inventory reduction and decreasing inventory investment
- Enhanced readiness

Results

Financial – Cost Effective For Retail Customer

- Savings using total logistics cost comparisons
- Inventory reduction and decreasing inventory investment
- Enhanced readiness

Financial – Cost Effective For Wholesale/ICP

- Significant workload reductions – throughout DLA supply chain

Collaborative Partnership

- Increased Vendor Management Of Supplies
- Reduced Government Costs
- Improved Supply Chain Performance
- Improved End-To-End Supply Chain Visibility

NSN Breakout

SUPPLY CHAIN	TOTAL NSNS
AVIATION	109
C&E	26
LAND	1347
MARITIME	498
TOTAL	1980

MILESTONES

Task Name	Target Completion
Sources Sought Notice / Market Survey	21-Feb-06
Pre-Solicitation Conference	01-Jun-06
Solicitation Period	04-Aug-06

FASI Global Website

- **Information related to FASI Global**

  http://www.dscc.dla.mil/offices/land/FASIglobal.html

FASI GLOBAL VENDOR SMALL BUSINESS PERSPECTIVE

Vikki Hawthorne
Supplier Outreach Program Manager
DSCC Small Business Programs Office

FASI Global

Small Business Programs Strategy

"To ensure that Small Business Programs continue to be an integral supply chain partner to Warfighter support as Defense Logistics Agency (DLA) transforms the logistics management process through the evolution of Vendor Partnerships"

FASI Global Scope

RECAP -

- 1,980 Items
- $177 Million Per Year (Parts)
- Complete, Seamless Global Logistics Support
- Improved Supply Chain Visibility
- Enhanced Customer Response Time

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Where do Small Businesses fit?

- **Prime**
- **Partnering / Teaming Arrangements**
- **Subcontracting**

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How These Items Have Been Bought

- Most of these items are competitive

- DSCC procured a great portion from small businesses either directly or from the current FASI Contract

- The plan is to continue with that trend

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As the Prime

Small Businesses Interested in Prime Contractor Role will be responsible for

- **Supply chain and Inventory management**
- **Parts acquisition**
- **Distribution**
- **Material forecasting**
- **Obsolescence management**
- **Provide dedicated program customer service reps**
- **Emergency support services**

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Partnering / Teaming Arrangements

Potential for Partnering for the Breadth of Capabilities Needed to Successfully Perform

- **Increased vendor management of supplies**
- **Reduced Government costs**
- **Improved supply chain performance**
- **Improved end-to-end supply chain visibility**
- **Enhanced Government / Industry partnering**

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As Subcontractors

Whether Awardee is Large or Small - There will be Subcontracting Requirements

- **More than just established goals in the subcontracting plan – Vendor to meet a mandatory small business dollar requirement**

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As Subcontractors

Large Business Required to Submit Subcontracting Plan

- **Goals negotiated and tied to DSCC Small Business Program goals**

- **Tied to incentives…Yeah!**

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FASI Global Subcontracting Plan Goals Will Be Tied To DSCC GOALS

DSCC GOALS	FY05 GOALS	FY05 ACTUALS	FY06 GOALS
SMALL BUSINESS	58.2%	61.4%	60.0%
HUBZone	3.0%	3.9%	3.0%
SMALL DISADVANTAGED	3.7%	3.9%	4.1%
WOMAN OWNED	5.9%	9.8%	6.9%
SERVICE	3.0%	40%	3.0%

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Encouraged With Dialog Between Land Supply Chain and Small Business Programs Office

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Subcontracting Plan Oversight Team (SPOT) and SPOT Review

Incorporate language in solicitation/contract as follows:

“Contractor agrees to participate in a subcontracting plan oversight team (SPOT) reviews on a quarterly basis to track performance identified by subcontracting plan goals and to determine strategies where goals are not being met. The Spot will also coordinate outreach programs to assist in goal achievement. The SPOT will consist of: Vendor, DCMA Small Business Operations Center, ACO, DSCC Small Business Specialist and Procurement Technical Assistance Centers (PTACs) in

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Vendor to Post Subcontracting Opportunities in Small Business Administration's SUB- Net Database for posting opportunities

Prime contractors use SUB-Net to post subcontracting opportunities (http://web.sba.c10v/subnetl). These may or may not be reserved for small business, and they may include either solicitations or other notices -- for example, notices of sources sought for teaming partners, subcontractors on future contracts, outreach events. Small businesses can review this web site to identify opportunities in their areas of expertise. While the web site is designed primarily as a place for large businesses to post solicitations and notices, it is also used by Federal agencies, state and local Governments, non-

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Vendor to Post Subcontracting Opportunities from a link to the DSCC Small Business Programs Office website.

Communicate with DSCC Web Manager to establish a procedure to post all subcontracting opportunities.

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Next Steps…

Continued dialog between Land Supply Chain, Small Business Programs Office, and Industry

Recommendations may be incorporated in solicitation / contract

Feedback from industry is critical

FASI Global Industry Day

Questions?